

# — Continuous Learning for the Procurement Professional

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National Association of State Procurement Professionals

# Learning Objectives:

- Discuss the Evolution of the Public Procurement Profession
- Explore What It Means To Be A Life Long Learner
- Discuss Procurement U Vision and Impact to You
- Connect You with NASPO Resources and Services

# Mission and Values

## Mission

Help our members achieve success as public procurement leaders in their states through promotion of best practices, education, professional development, research, and innovative procurement strategies

## Values

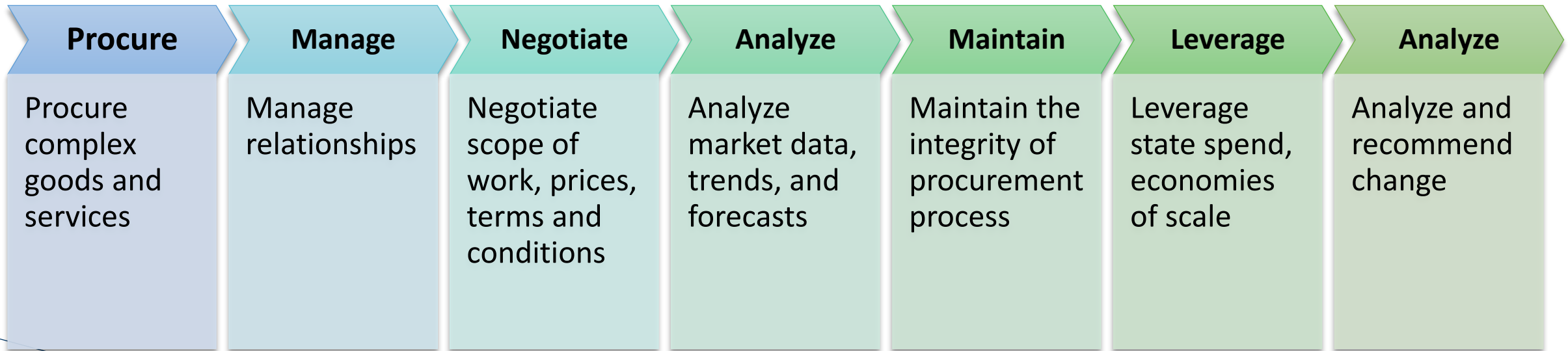
- Ethics & Integrity
- Knowledge
- Teamwork
- Collaboration
- Partnering



# The Profession of Public Procurement



# The Profession of Public Procurement



## Soft Skills

- Communication
- Interpersonal
- Relationship management
- Conflict Resolution
- Creative Thinking
- Problem Solving
- Decision Making
- Critical Thinking
- Customer Service/Public Service



# Continuous Learning



The Ongoing, Voluntary,  
Expansion of Personal Skills and  
Knowledge



# Life Long Learner

- Curious
- Deliberate
- Self-Motivated
- Goal Oriented
- Social





# Formal Learning

- Academic Degrees and Courses
- Online Courses
- Internal Trainings/Certifications
- Seminars



# Informal Learning

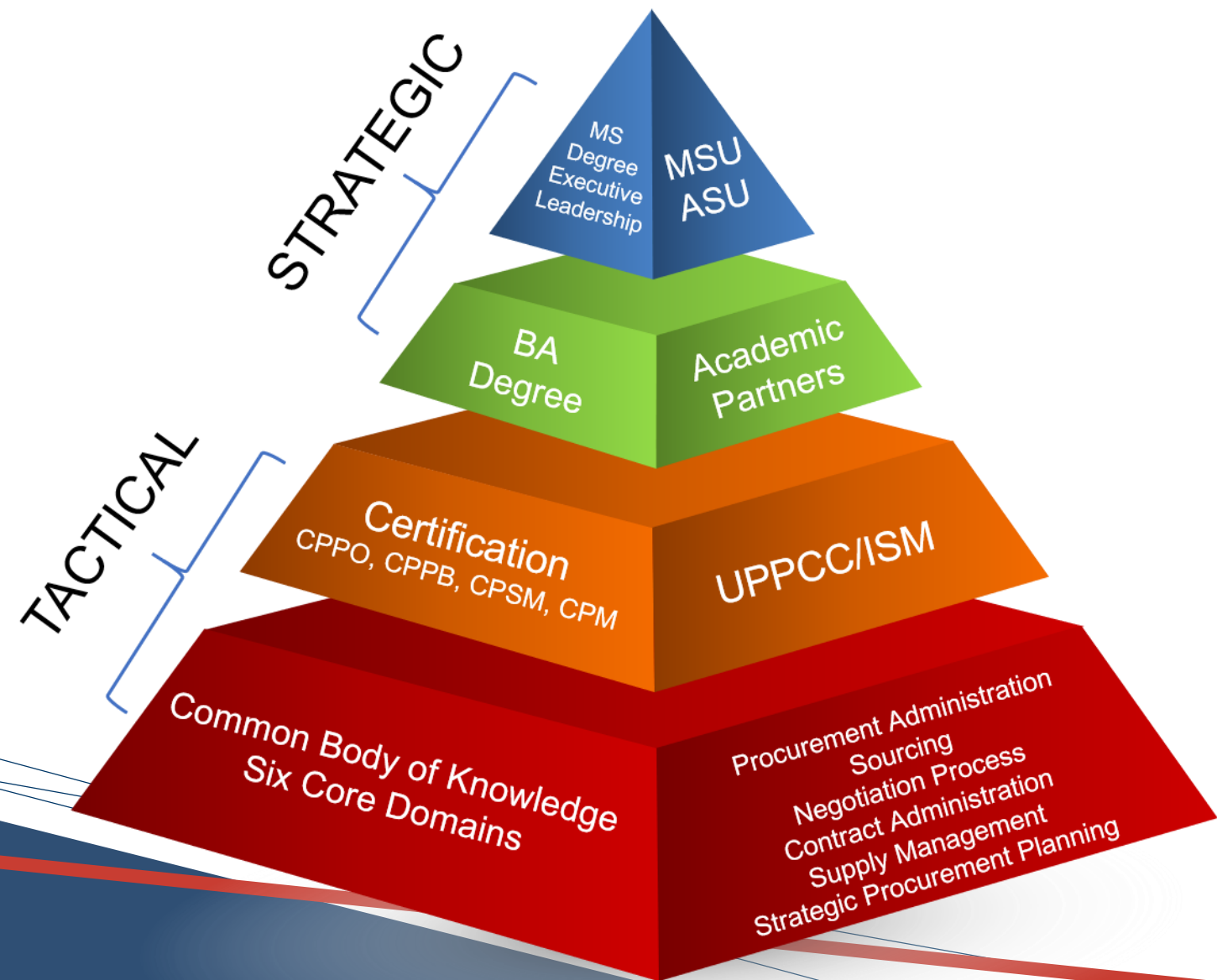
- Mentor Program
- Self-Study
- Discussion Groups
- New Projects or Duties
- Lunch and Learns
- Other?



# Discussion

- What is one topic that you want to learn more about?
- What skill or ability do you feel you need to continue to develop?

# Procurement University Integrated Delivery Model



# Attract and Retain a Skilled Workforce



It's All  
About  
the  
People!

- Research and Innovation
- Training/Professional Development
- Certification
- Networking
- Marketing of the Public Procurement Profession



# TOP 10 PRIORITIES FOR STATE PROCUREMENT 2018

**1. STRENGTHENING THE STRATEGIC ROLE OF STATE CENTRAL PROCUREMENT**  
Active participation in the statewide enterprise vision and business operations; centrally-led procurement teams with centralized procurement authority and elevated role in the hierarchy of the executive branch; leveraging statewide spend; active engagement in operations, risk management

**2. IT PROCUREMENT TRANSFORMATION**  
Leveraging new IT contracting models and methodologies; agile/iterative procurement, cloud and XaaS procurements; centralized IT authority in statewide procurement; early involvement in executing large IT procurements, terms and conditions, cyber security

**3. MEASURING SUCCESS AND PROCUREMENT METRICS**  
Tracking and measuring performance in critical success areas; key performance metrics; data-driven policy and operational decisions; leveraging data and spend analytics; customer-focused enterprise

**4. PROCUREMENT PLANNING AND EFFECTIVE SOURCING STRATEGIES**  
Promoting effective and innovative methods to achieve savings and efficiencies: category management, strategic sourcing, pay-for-performance incentives, expansion of public-private partnerships beyond infrastructure projects

**5. DRIVING PROCUREMENT EFFICIENCY WITH AUTOMATED SOFTWARE SOLUTIONS**  
Integrated eProcurement/ERP solutions, greater use of spend analysis software and electronic systems with complete tracking and reporting functionality

## 6. RISK MANAGEMENT STRATEGIES, SUPPLIER RELATIONSHIPS AND CONTRACT MANAGEMENT

Improved contract management process, including planning, risk assessment and management, effective supplier relationship management



## 7. BUILDING A WORLD-CLASS PROCUREMENT PROFESSION

Elevating the profession and promoting best practices for formal training and certification programs

## 8. COMPETITIVE STAFFING AND TALENT MANAGEMENT STRATEGIES

Promoting solutions for competitive compensation, recruitment and talent management strategies, succession planning



## 9. PROCUREMENT REFORM AND MODERNIZATION

Modernizing procurement codes and laws, ethics reform, consolidating the purchasing function by streamlining operations and moving to statewide centralization model

## 10. PROCUREMENT INTEGRITY, FAIR COMPETITION AND TRANSPARENT PRACTICES

Leveraging policies and practices that promote competition, ethical principles, fair and transparent procurement processes



*Based on a ranking from state procurement leaders nationally, the Top Ten Priorities for State Procurement sets the agenda for thought leadership and programming for the profession.*



NASPO is a nonprofit association dedicated to advancing public procurement through leadership, excellence and integrity.  
[www.naspo.org](http://www.naspo.org)

# TOP 3 HORIZON ISSUES FOR STATE PROCUREMENT

2018

## 1. LEVERAGING DATA MANAGEMENT AND ADVANCED ANALYTICS IN STATE PROCUREMENT



## 2. AUTOMATION AND EMERGING TECHNOLOGIES FOR IMMERSIVE EXPERIENCES

Virtual reality, augmented reality, artificial intelligence, Internet of Things



## 3. BLOCKCHAIN TECHNOLOGY - PROCUREMENT APPLICATIONS AND BENEFITS TO THE ENTERPRISE

Blockchain technology uses a single shared digital ledger to record transactions end-to-end, increases security and trust, lowers transaction costs, reduces paper processes, speeds up transaction times, increases efficiencies



# NASPO's Publications & Webinars

## Publications

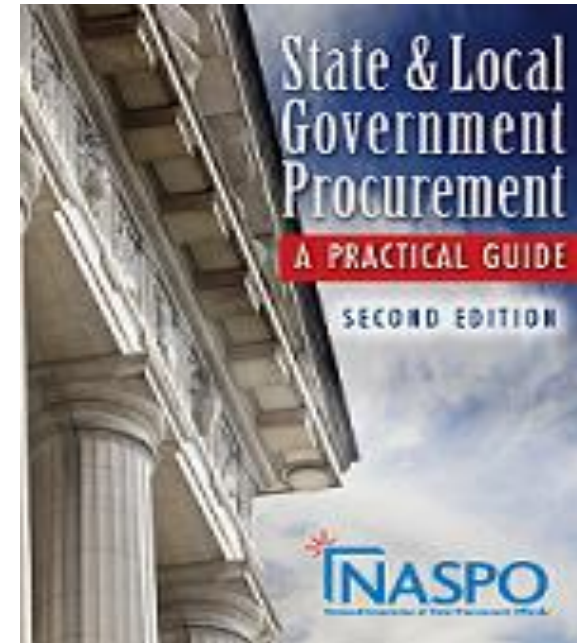
- NASPO Best Practices: Ethics & Accountability
- Contract Administration Best Practices Guide
- NASPO Green Purchasing Guide
- Modular Procurement: A Primer

## Webinars



# NASPO Practical Guide

State and Local Government  
Procurement: A Practical Guide



# Procurement Pulse

- NASPO Blog site
- Subscribe!



**[pulse.naspo.org](http://pulse.naspo.org)**

# Cronin Awards



- George Cronin Awards for Procurement Excellence
- Recognizes innovative state procurement initiatives

**[naspo.org/croninawards](http://naspo.org/croninawards)**



# Procurement U Resources

- Affordable online, self-paced courses
- Certification exam prep
- *State and Local Government Procurement: A Practical Guide*
- In-person training at NASPO conferences




# Supporting Procurement Certifications



# UPPCC Exam Prep Courses









## Domain IV- Contract Administration



### Section B -Techniques to evaluate supplier performance

#### Resources

-  NASPO State and Local Government Procurement: A Practical Guide, 2nd Ed. Ch. 14 - pg. 221-226; Ch. 20 - pg. 316-317
-  Dept. of the Army, Performance Assessment Plan
-  Performance Measurements and Metrics: An Analysis of Supplier Evaluation
-  Colorado Office of the State Controller: How to Track Vendor Performance

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#### Resources Continued

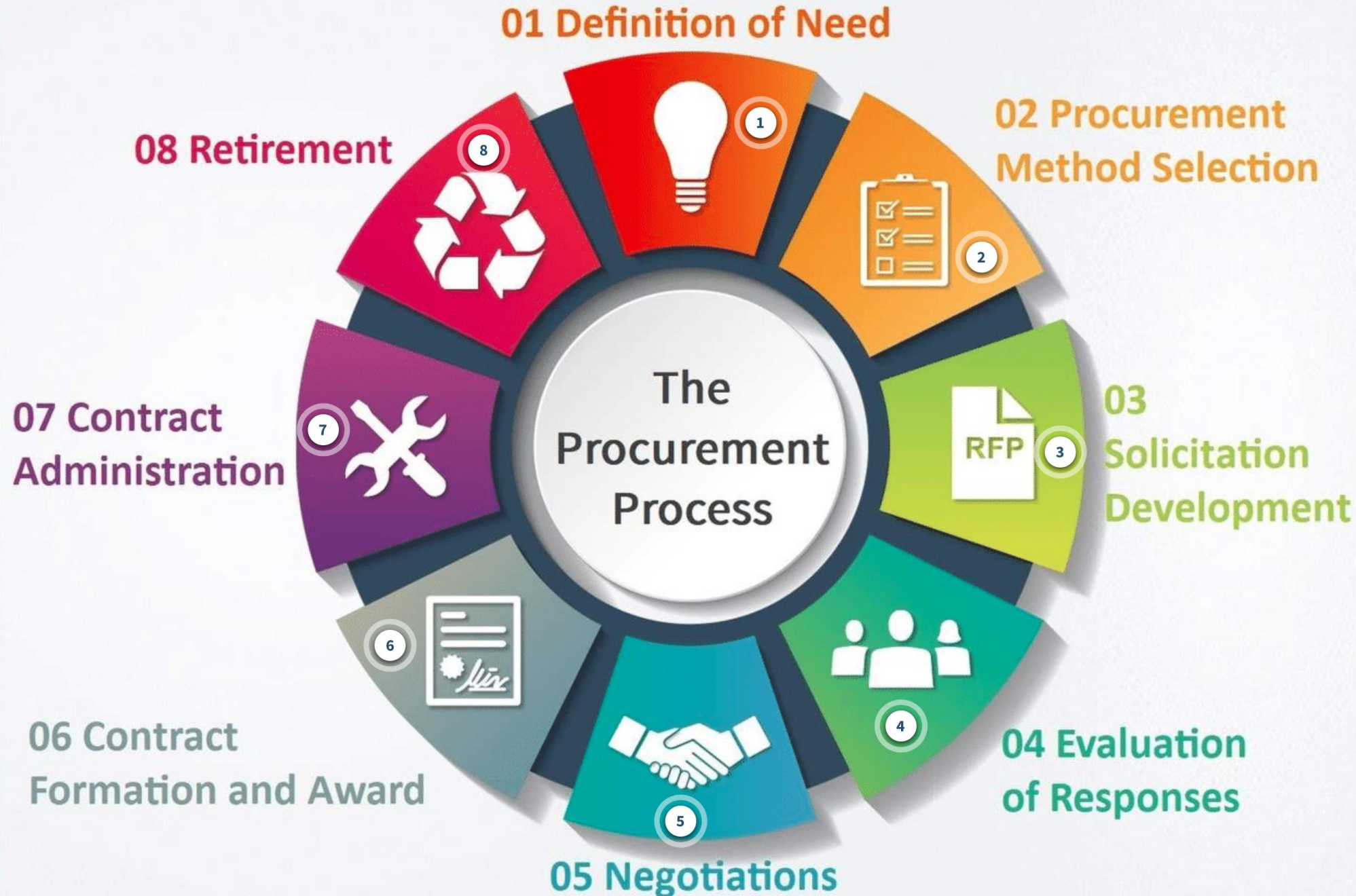
-  State of Texas Comptroller of Public Accounts: Contract Management Guide, Ch. 7
-  CPSM, Foundation of Supply Management, 2nd Ed. (ISM), Ch. 7 - pg. 173-178; 191

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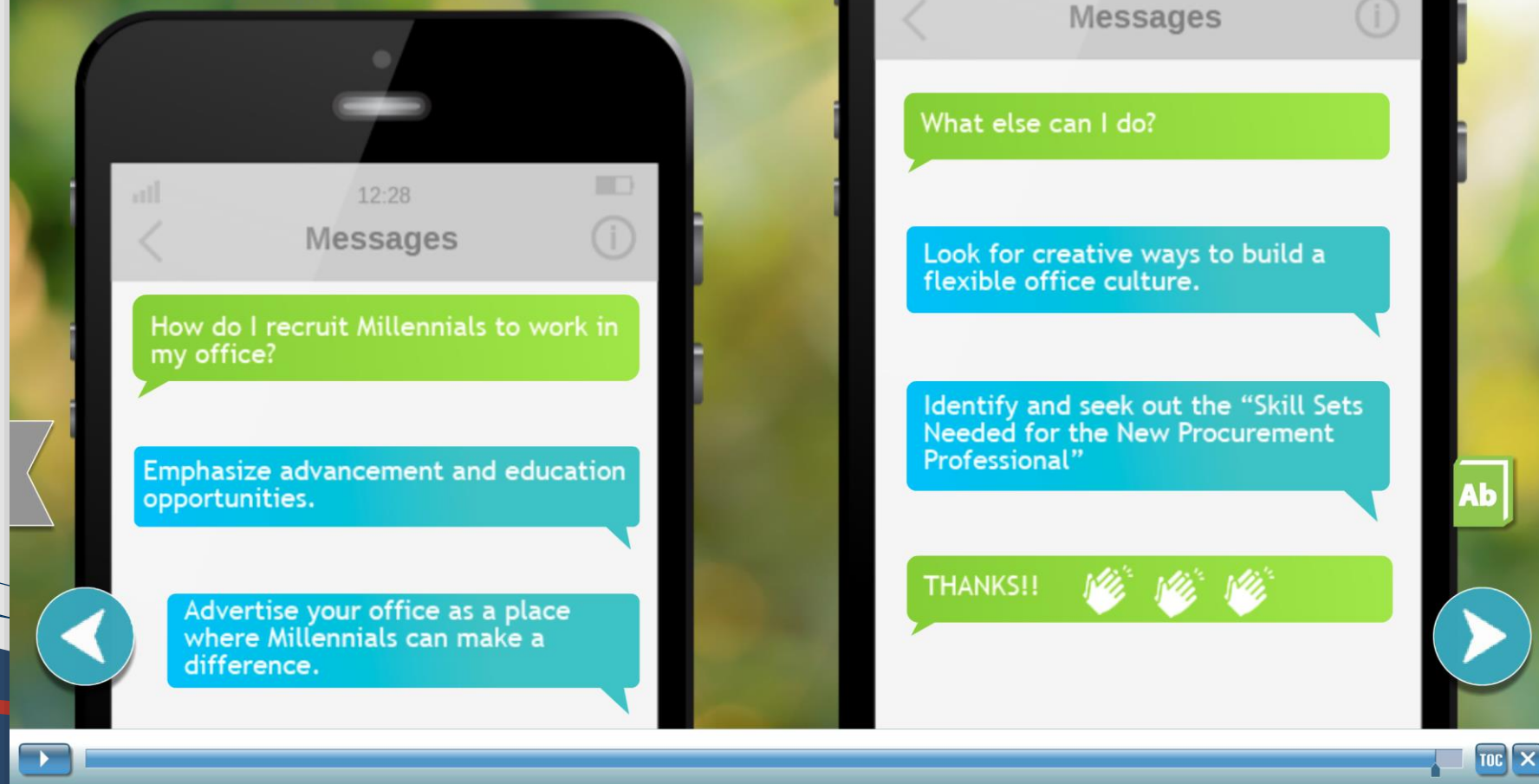
# The Procurement Process

This cycle outlines the steps in the pre-award, award, and post-award stages of the procurement process.



## Section Summary

Click “send” to see the basic strategies and recommendations for recruiting Millennials described in this section.



# Online Courses

- Procurement 101: Foundations of Public Procurement
- Introduction to Market Research
- Market Research Strategies
- Requests for Proposals
- Terms & Conditions
- Negotiations
- Sole Source Procurement
- Service Contracts
- Cooperative Procurement
- Millennials & The State Government Workforce





# How do I access Procurement U resources?

- [www.naspo.org/procurementu](http://www.naspo.org/procurementu)
- Create a free account in the Procurement U LMS:
  - <https://procurement.elogiclearning.com>
- Email [procurement@naspo.org](mailto:procurement@naspo.org) with questions or for help

# Discussion

- What is one step you will take to become a “Life Long Learner?”

# Thank you!



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